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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1965 Edition No. 5

February 5, 1965

Sales - With the reinstatement date now past all efforts will, of course, be concentrated on making the personal contacts that will result in new sales. As the difference in the temperatures of the past two days shows, weather conditions can change real fast in North Dakota. We must be able to take advantage of any breaks that will enable us to see the people we need to see if we are to meet and exceed the goals set for 1965 business. We know your plans are made. You will meet the challenge and our 1965 campaign will be a success.

Reinstatements - Please transmit all that have been made as soon as possible so that we can finish up this phase of our work.

Reports - Your next sales reports should be reviewed to determine that all data is correct. Reinstatements are reported by reducing the number of contracts and crops cancelled and by reducing the premium and acres lost. They are not reflected as sales.

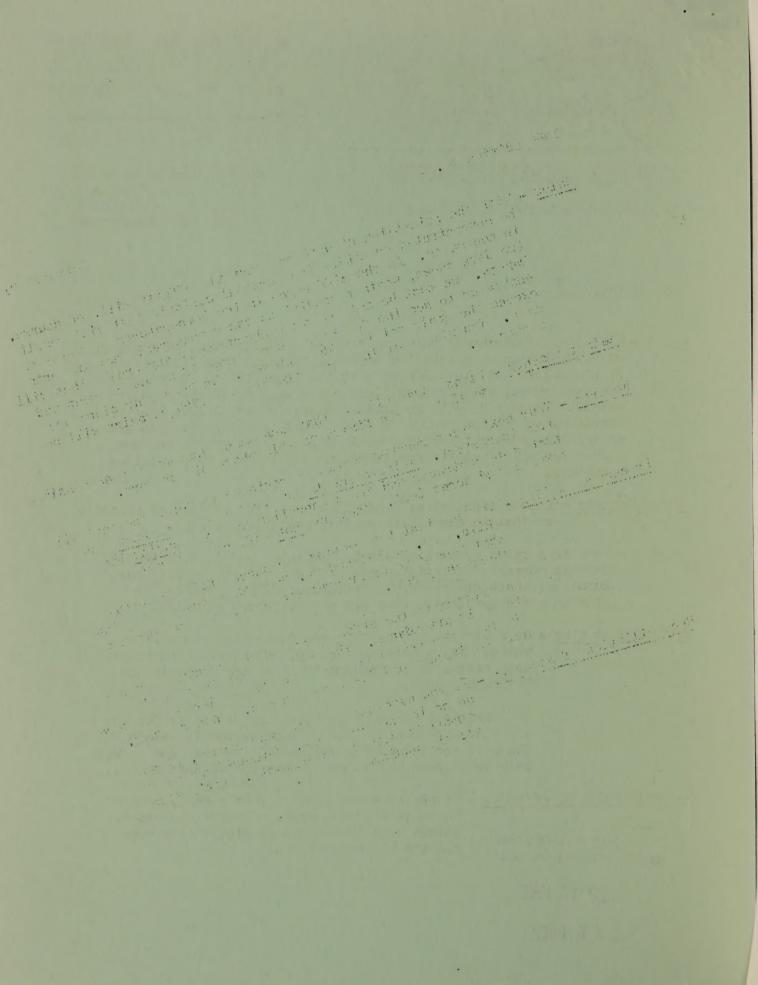
Procedure Meeting - We feel that the meeting was successful and worthwhile. Mr. Nikkel and Mr. Barrett covered the points that needed to be brought out in a very complete and thorough manner.

> We appreciate the efforts that were necessary for you to be in attendance. The weather certainly wasn't the best for travel but you made it on time and we were able to discuss all items as planned. Thanks again.

Reconciliation of Accounts - If you have not sent in your report, please do so in the next week. Collections can be worked in with sales contacts. Let's keep all the business we can.

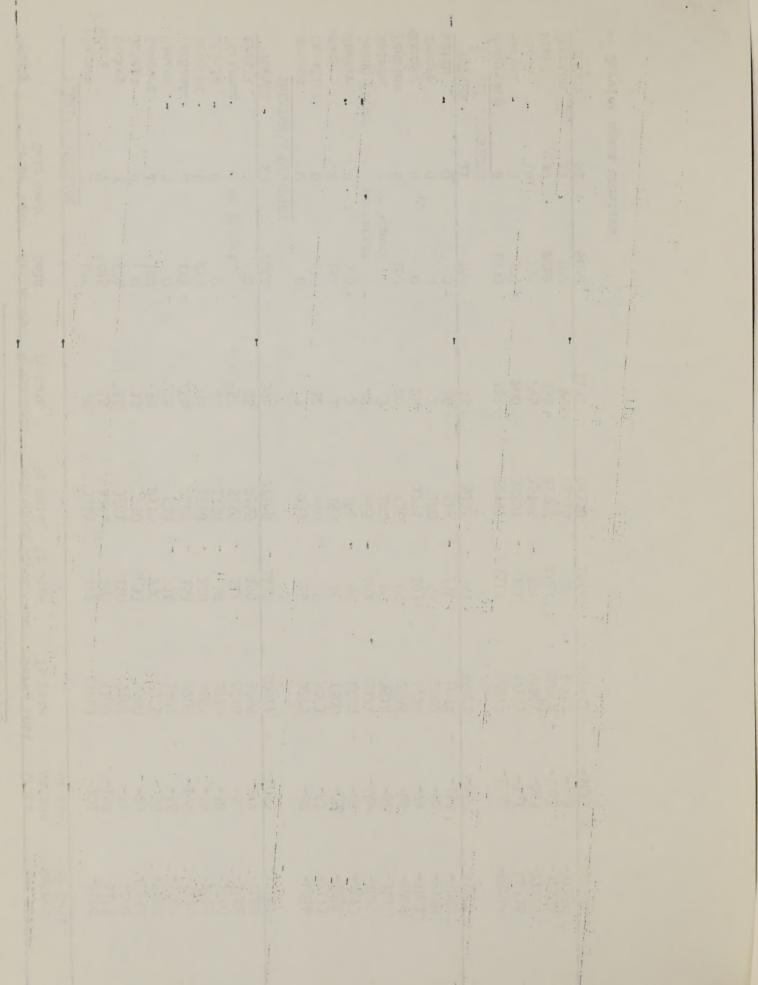
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TOTALS	Thexton	Piehl	Olson	Markel	Jorgensen	ALL DI	TOTALS	Walsh	Towner	*Ramsey	Pembina	Nelson	Grand Forks	Foster	*Eddy	Cavalier	Benson	THEXTONIS	TOTALS	Traill	Stutsman	Steele	Sargent	Richland	Ransom	LaMoure	Griggs	Dickey	*Cass	*Barnes	PIEHLIS	-	Comment of the second	County	
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-3435	- 768	-1053	-463	T#T	OTOTA		-768	STT.	20-	19	£5-	26-	-T149	-63	3	63	-62		-1053	-152	600	3	-86	-109	-66	-150	-20	-72	-199	-101		or Lost	Gained	Crops	
-159581	-31865	-32492	-27670	-2330	01259-	1000	-31865	19494	02/2-	1945	-2029	13414	-4482	-4470	-1658	-2113	-4034		-32492	-T460	+745t	3560	-2679	-5076	-1369	-5665	-1230	-202	-1198	-8599		or Lost	Gained	Net Acres	
								1																											

^{*} Service Agent Counties



OLSON'S Burleigh Emmons Kidder *Logan McIntosh Mercer *Morton Oliver Sheridan *Sioux Wells TOTALS	*Adams *Bowman *Dunn Golden Valley Grant *Hettinger McKenzie *Slope *Stark TOTALS	JORGENSEN'S Bottineau Burke Divide McHenry McLean *Mountrail Pierce Renville Rolette Ward Williams TOTALS	County
DISTRICT O S No No No O O O O O O O O O O O O O O O	ey 0 0 0 0 0 0 0 0 0 0 3 0 0 0 0 0 3	DISTRI O O O O O O O O O O O O O O O O O O O	Crops Sold This Week
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132 72 72 77 91 144 22 94 29 105 16	341 18 37 18 29 29 29 29 29	99 28 144 138 83 78 51 182 245	Crops Canc. To Date
5136 5779 4585 6118 2245 1118 5991 1428 5466 1486 1486 1486	5980 3621 3442 1209 7983 6058 5725 2614 2511	6164 1217 2377 11082 11032 14780 16643 3472 8365 10350 2533 78015	Acres Lost To Date
-74 -58 +24 -19 -19 -28 -28 -74	-32 -46 -146 -251 -251 -251	-88 -21 -39 -116 -124 -73 -75 -49 -174 -35	Crops Gained or Lost
-1836 -5228 +470 -1347 -2140 -921 -5136 -1378 -4919 -1147 -4088	-1833 +1545 -3312 -614 -6771 +12012 -3341 +2089 -2111	-5721 -390 -2227 -8596 -10072 -3493 -16269 -3157 -7650 -7815 +172 -65218	Net Acres Gained or Lost

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Craig Heuer Hoersch Jacobson Kemmet Kubischta Naas Neff Reis Sortland Sparrow Stoltz Thorenson Twete Van Ornum	Fieldmen	
2 No Report 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Crops Sold For Week Service Co. Agent Co.	
220 298 370 273 0 150 0 420 26 0 160	Est Prem For Week	
150 310 150 160 170 170 170	Net Acres Sold	
27 8 69 11 15 15 15 15 15 15 15 15 15 15 15 15	Crops Sold Service Co.	
53 0 2 15 0 0	Sold To Date Co. Agent Co.	
1458 1213 370 6396 38973 1235 6198 3683 1999 1722 31108 2419 330 1462	Est Prem To Date	
908 809 310 3607 17945 714 3774 2186 2500 865 14958 14958 1872 308 2719	Net Acres To Date	

Reinstatements made during the week ending January 29, 1965

Thorenson Van Ornum	Stoltz	Reis	Neff	Naas	Kubischta	Craig
HW	~ N		w	v	7	-
3 crops covering 545 acres and 5520 in premium 1 crop covering 84 acres and 56 in premium	crops covering 618 acres and \$280 in premium crops covering 3393 acres and \$7280 in premium	crop covering 70 acres and 173 in premium	crops covering 95 acres and \$180 in premium	crops covering 930 acres and \$1663 in premium	crops covering 949 acres and \$2275 in premium	1 crop covering 300 acres and \$212 in premium

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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

MODAK EROP INSURANCE NEWS

1965 Edition No. 6

February 12, 1965

Sales - Director Markel's District is now in the plus on net acres sold and building toward its goal for 1965. Markel now has three counties in the "plus" group.

Other counties in the "plus" are Dickey and Williams. The group should attain new members each week.

Reconciliation of accounts - If you haven't reported, please do so immediately. The State ASCS office has been furnished with the ASCS copies of the Statements of Account for all the Service Counties. County ASCS offices should have the copies in a few days.

1965 Feed Grain Program - We are enclosing a general explanation of the program which was prepared for ASCS committee-men. You should become familiar with this program so that you can discuss it with your insureds as necessary.

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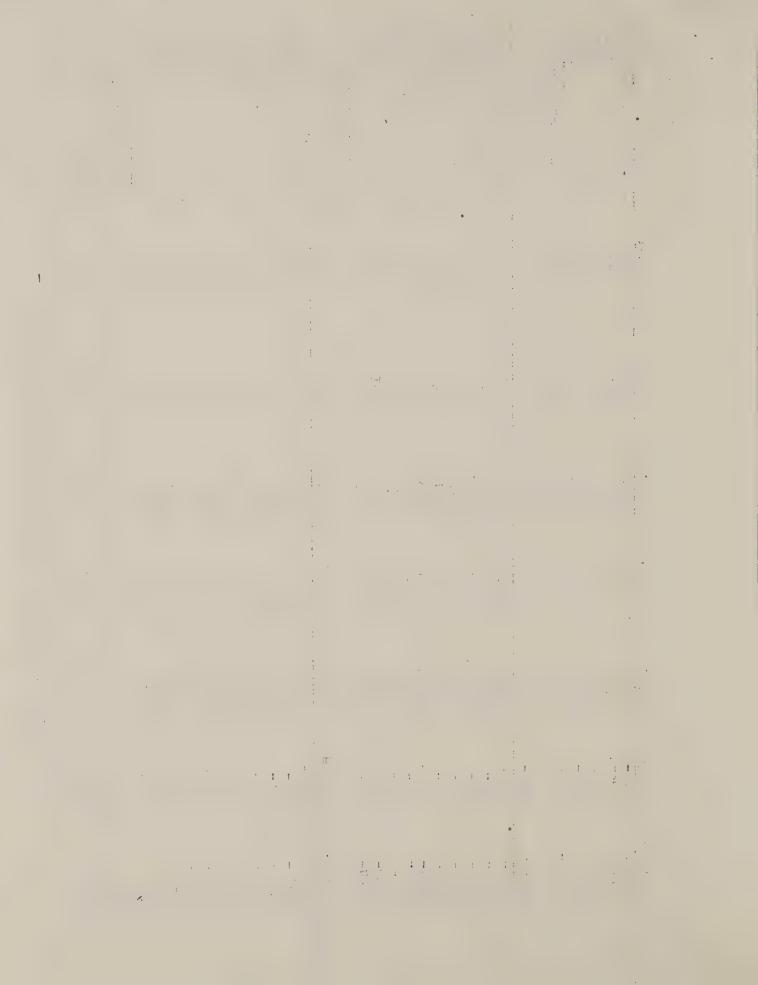
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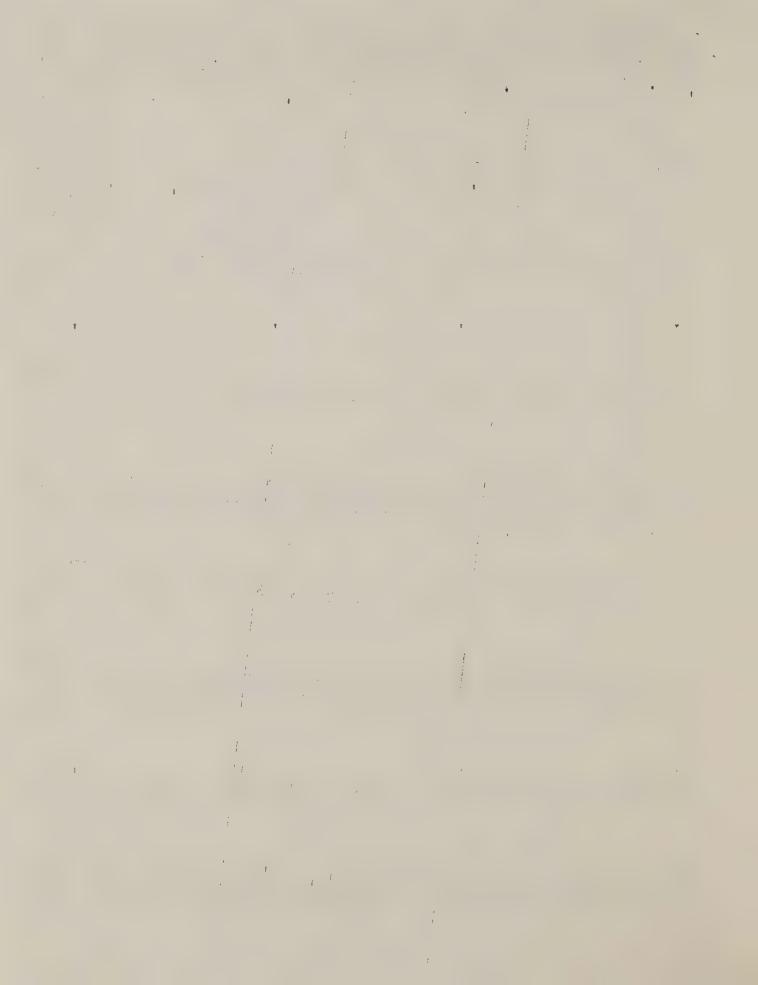
TOTALS	Thexton	Piehl	01son	Markel	Jorgensen	ALL DIS	TOTALS	Walsh	Towner	*Ramsey	Pembina	Nelson	Grand Forks	Foster	*Eddy	Cavalier	Benson	THEXTON'S	TOTALS	Traill	Stutsman	Steele	Sargent	Richland	Ransom	LaMoure	Griggs	ртскей	*Cass	*Barnes	PIEHL'S		County		
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-3340	-739	1020	<u> </u> ,),0	197	7006	Š	-739	-118 -	-62	- 78	- 25	-90	1 1 1 1 1	127	<u> </u>	i c	100	-	-1029	1,500	n (ا ع کا ا	# 87 87	-100	- K	17):0	-20	-67	- 193	100		or Lost	Gained	Grons	
-144,907	-29822	1901.1.A	136705	+3).75	<u>-</u> 6231,0	1 2 2	-29822	-3494	12720	- 3201	-2029	13329	13670	1730	2000	100th	1)02).	Oth 1/2-	71,100	1)/0 172CT	133	-2F40 -CH10	131.76	-E026	1360	1 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	1 020	+998	-918	- 756 A		or Lost	Gained	Not Agnos	

^{*} Service Agent Counties



TOTALS	Wells	*Sioux	Sheridan	Oliver	*Morton	Mercer	McIntosh	XLOGQII	*I coor	Kidder	Emmons	Burleigh	OLSCN'S	TOTALS	*Stark	*Slope	McKenzie	*Hettinger	Grant	Golden Valley	*Dunn	*Bowman	*Adams	MARKEL'S	TOTALS	Williams	Ward	Rolette	Henville	Pierce	*Mountrail	McLean	McHenry	Divide	Burke	Bottineau	JORGENSEN'S	County	
8		} —	0	سو	0	C) -	n E		No Rei	نسإ	0	S DISTRICT	2	0	0	0	0	0	.еу 0	8	0	0	DIS	9	3	No Kel		No mer		· N	, p.	0	2	0	0	SEN'S DISTRICT		Crops Sold
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-26705	-th000	1090 TO90	TTOT!	01771	91.5L	75.67	1001 F/07	1002	- 882	+470	-5158	-1836		43415	TTT7-	C1172+	175.05	2TO2T+	96/11	1701	-3053 -3053	+1036	CC0T.	1000	-62349	1000	1000	7875	しってんつ	-130E7	16600	2303 2166-	0270	07045 C1045	1000	200c		or Lost	Net Acres Gained
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WHAT FIELDMEN HAVE DONE AS OF FEBRUARY 5, 1965

Fieldmen Craig	Crops Sold For Week Service Co. Agent 0 0	For Week Agent Co.	Est Prem For Week	Net Acres Sold	Se	30.	ops ice
Craig	0 No Report	ort	0	0		75	0 51
Hoersch	0	0	0	0		12	
Jacobson	0	0	0	0		<u></u>	
Kemmet	9	ب	735	110		63	
Kubischta	~	0	124	259		101	
Naas	<u>ي</u>	0	0	0		9	
Neff	۳	0	102	114		15	
Reis	00	0	1332	723		111	
Sortland	v	0	121	435		21	
Sparrow	ب	0	320	200		19	
Stoltz	0	0	0	0		69	
Thorenson	لسط	6	2412	1970		9	9 21
Twete	0	0	0	0		w	
Van Ornum	ul lu	>	217	200		∞	

Reinstatements reported during the week ending February 5, 1965

Sparrow 8 crops covering 1000 acres and \$1284 in premium Stoltz 1 crop covering 386 acres and \$1052 in premium Twete 1 crop covering 605 acres and \$315 in premium Thorenson 5 crops reinstated







FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

NODAK CROP INSURANCE NEWS

1965 Edition No. 7

February 18, 1965

Sales - Kidder County in Director Olson's District has joined the "plus" group this week and is the only county showing 100 or more crop sales to date. Director Piehl's Area was the leader in total crop sales and acres for the week.

Radio, T.V. and newspaper advertising is in full swing along with your mail campaign. Attached is a letter developed in Art Jorgensen's District which is being mailed to all prospects. Copies are available at a cost of one cent per copy in lots of 10,000. Contact Mr. Jorgensen.

Six reports are missing this week. We need them every week.

We also need thousands of personal contacts in the next few weeks in order to obtain the sales that will result in a successful 1965 campaign.

Accounts - Reconciling is about complete. ASCS copies of the accounts for Regular Agent Counties will be sent to the State ASCS office in the next few days.

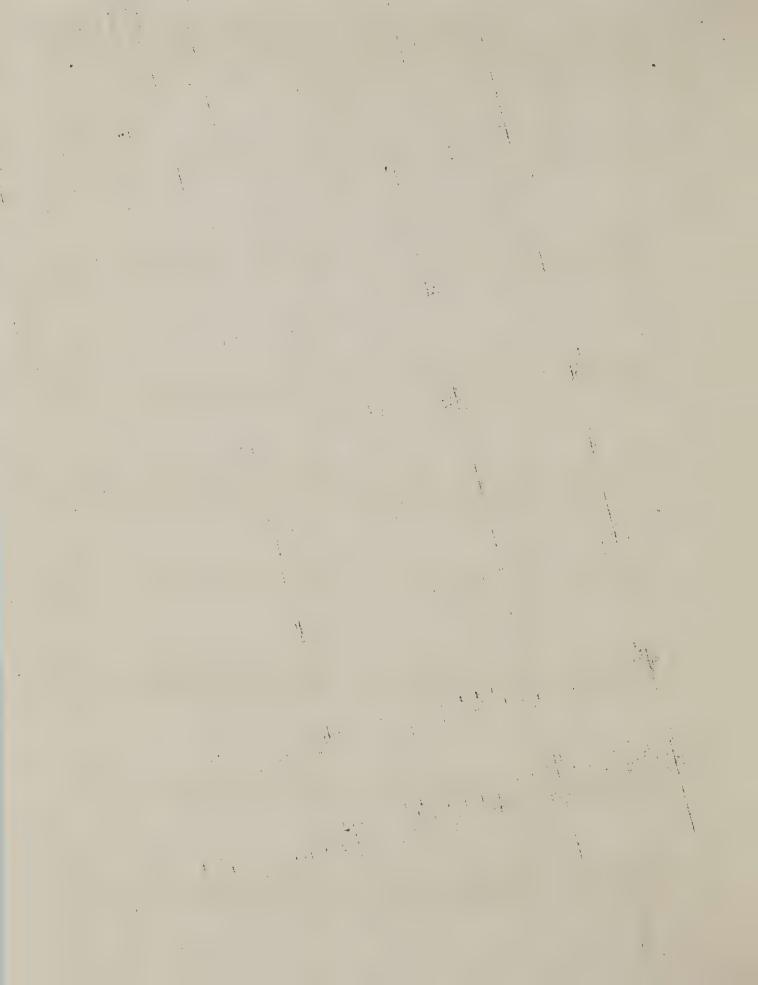
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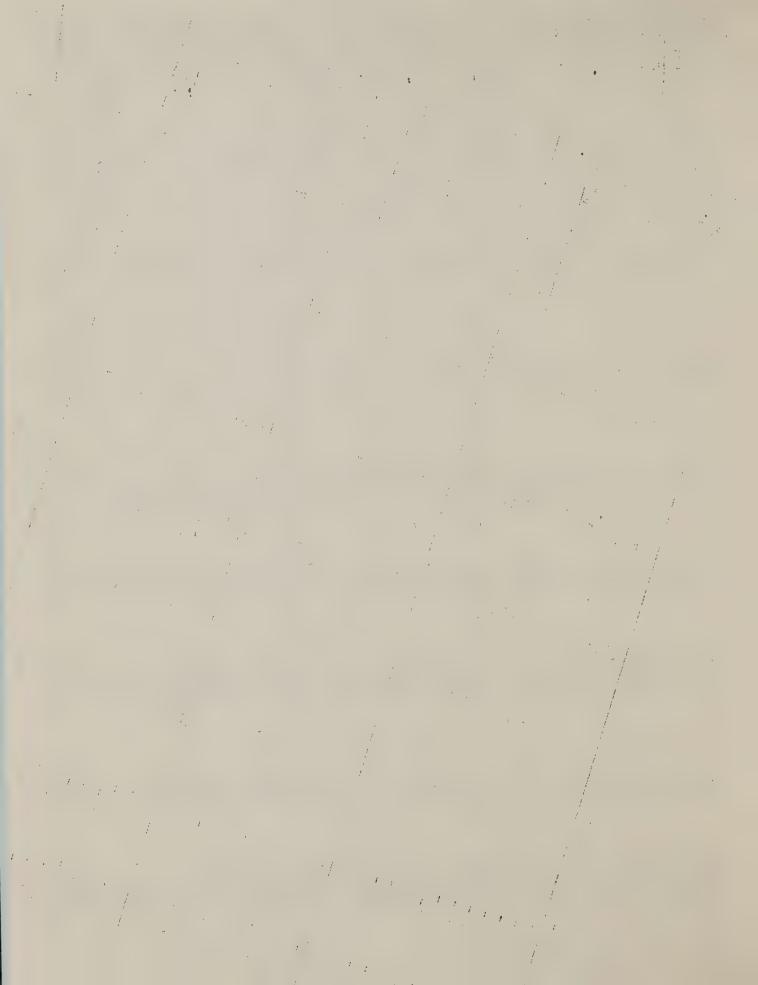


Jorgensen Markel Olson Piehl Thexton TOTALS	THEXTON'S Benson Cavalier *Eddy Foster Grand Forks Nelson Pembina *Ramsey Towner Walsh TOTALS	*Barnes *Cass Dickey Griggs LaMoure Ransom Richland Sargent Steele Stutsman Traill TOTALS	County
DISTRICTS E 26 47 95	N'S DISTRI O O O No 1 1 1 O O O O O O O O O O O O O O O O	DISTRICT 11 2 3 4 10 5 No 10 0	Crops Sold This Week
890 624 2076 2945 1480 8015	Report 100 400 50 730 Report 200 1480	982 95 374 280 153 736 0 Report 325 0	Net Acres Sold
155 207 327 461 116	114 22 4 220 27 1 1 14 27	461 759 759 759 759 759 759 759 759 759 759	Crops Sold To Date
14495 37690 18289 31572 7421 109,467	239 1270 350 280 1370 150 836 2001 180 745	4154 4670 4135 1010 3063 1274 2169 1991 1475 5286 2345	Net Acres To Date
1132 328 755 1439 842 4496	82 82 88 86 86 86 87 87 87	126 245 120 32 200 74 163 124 48 117 190 1439	Grops Canc To Date
68854 33535 42652 58862 35510 239,413	1273 3936 559 1650 1640 3176 2865 11472 2900 1039 35510	10738 5342 3763 1900 8375 1907 7245 4467 4710 6610 3805	Acres Lost To Date
-977 -121 -128 -978 -726 -3230	-62 -62 -62 -131 -82 -75 -62	-86 -188 -64 -15 -104 -81 -33 -58 -152	Crops Gained
-54359 +4155 -24363 -27290 -28089 -129,946	-4034 -2666 -209 -4370 -3270 -3026 -2029 -2471 -2720 -3294	-658h -672 +372 -890 -5312 -633 -5076 -2476 -3235 -1324 -1460	Net Acres Gained or Lost

^{*} Service Agent Counties

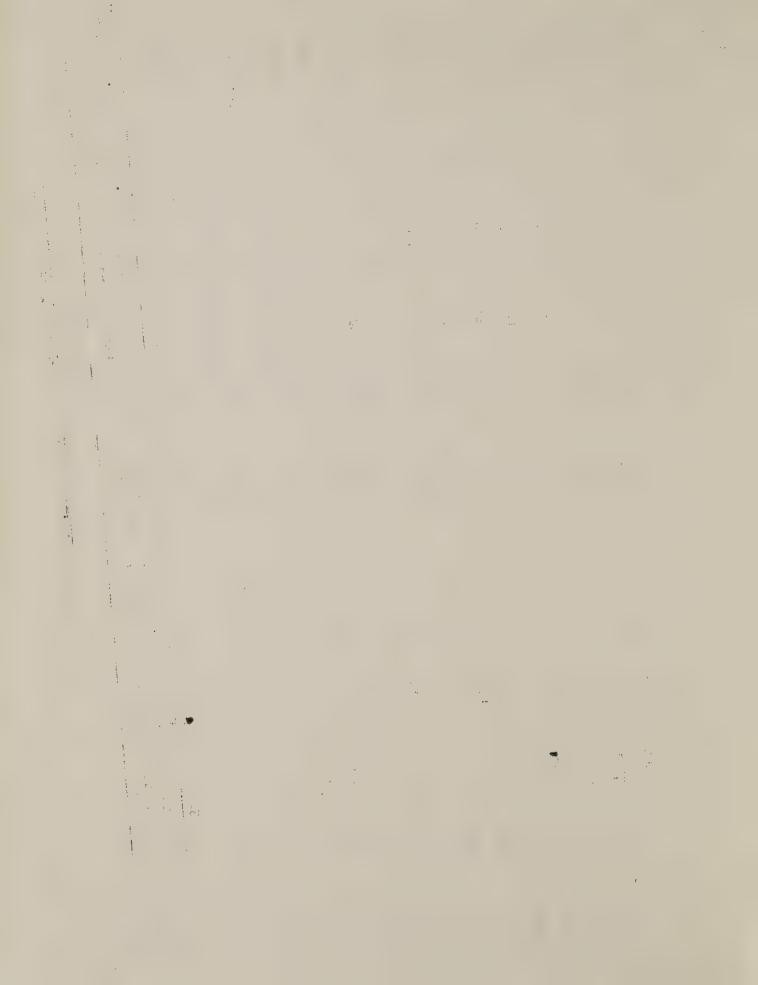


TOTALS	Wells	XTOTOX	oneridan	OTIVEL	Morton	TOT COT	Mercer	McIntosh	*Logan	Kidder	Emmons	Burleigh	OLSON'S	TOTALS	*Stark	*SLope	McKenzie	*neccinger	orano	Cornell variey	Coldon Wall	*Downlass	*Adams		MARKEL'S	TOTALS	Williams	Ward	Rolette	Renville	Pierce	*Mountrail	McLean	McHenry	Divide	Burke	Bottineau	JORGENSEN'S		County
26	E	, c) C	0 C) -	n rodan on	No Reno		7	سر	~	0	S DISTRICT	\n) C) C	0 C			, V	n c) C	-1	'S DISTRICT	9	2	0	<u>+</u>	No Report	0	}~ J	0	0	0	0	-	SEN'S DISTRICT		Crops Sold This Week
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755	75	16	102	29	94	222	3	2 /	99	77	72	132		328	45	17	37	: E	- U	To	300	1 40	10	J.		1132	59	245	181	21	77	83	138	138	0	28	92			Crops Canc To Date
42652	4113	1486	5361	1428	5991	DITT	COT	1837	200	2851	5779	5136		33535	.2511	2228	5725	5991	2889	602T	3445	3560	5980	1		68854	2123	10350	5419	3472	15993	4780	11032	8099	1900	1217	3743			Acres Lost To Date
-428	- 63	-12	-92	-27	-78	-19	_3 <u>_</u> 3	ر م 1	5	+ > 5	55.	-71		-121	1	÷3	-25	+52	125	#14	-42	, ψ	- 32	,		-977	1 30	- 216	-168	-67-	-74	-70	-123	-110	-36	-21	-80		or Lost	Crops Gained
-24363	-3136	-1090	-4814 -	-1348	-5086	- 921	-T429	177	1000	+ 1,7,7,0	1 5056	-1836		+11155	-2111	+2475	-3341	+12079	-1677	-614	-2429	+1606	-1833)		-54359	+1130	-7815	1 1815	-3157	15619	-3313	-9912	-5613	12595	- 390	- 3260		or Lost	Net Acres Gained



WHAT FIELDMEN HAVE DONE AS OF FEBRUARY 12, 1965

Van Ornum	Twete	Thorenson	Stoltz	Sparrow	Sortland	Reis	Neff	Naas	Kubischta	Kemmet	Jacobscn	Hoersch	Heuer	Craig	Fieldmen
<u>r</u> -	0	0	T	w	<u>ب</u>	0	0	v	~~	w	Not w	0	Not w	6	Crops Solu
0	Ħ	7	0	0	œ	IJ	0	0	0	0	Not working due to illness	0	Not working due to illness	0	Crops Sold For Week rvice Co. Agent Co.
511	1367	830	68	1566	521	3047	0	2629	1008	462	illness	0	illness	760	Est Prem For Week
235	736	692	34	730	462	1209	0	1360	590	220		0	,	450	Net Acres Sold
32	w	9	70	22	25	111	15	14	201	66	4	12		21	Crops Sold To Date Service Co. Agent
0	14	. 28	ب	0	œ	75	53	0	0	. 17	0	0		0	1 To Date Agent Co.
4989	1697	5661	31176	3608	2941	8062	6300	3864	5०५०५	7593	370	1213		2218**	Est Prem To Date
3034	1044	4534	14,992	1795	3397	8114	3888	2074	18794	1237	310	809		1358	Net Acres To Date



FEDERAL CROP INSURANCE CORPORATION

UNITED STATES DEPARTMENT OF AGRICULTURE

1965? 1966? 1967? 1968? 1969? 1970?



YOUR FARMING FUTURE DEPENDS ON YOUR DECISIONS

When you have Farming Investments!

FARMING as you may well realize - isn't just a matter of <u>SOWING</u> and REAPING

With today's high Investment Costs and a narrow Margin of Profit

-- Planning for Security, ASCS Programs, Land, Machinery, Seeding and

Marketing All these things are much more important today, when

fixed Costs are High and Profit Margin Low

JUST ONE WRONG DECISION CAN BE SERIOUS FINANCIALLY FOR YOU!

<u>Weather</u>, along with <u>Plant Diseases</u> and <u>Insects</u> can be the deciding Factor of success or Failure in your Farming Future.

Plan now for your future Security See your local FCIC Agent soon.



FC	IC	Age	ent	



SERVE 356 2NE?



FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

MODAK CROP INSURANCE NEEWS

1965 Edition No. 8

February 26, 1965

Sales - Cass County has now joined Bowman, Dickey, Hettinger, Kidder, Slope, and Williams Counties in the "plus" acreage column. Director Piehl's District was the leader this week in crop sales. Director Jorgensen's District led in net acreage sold.

The status of our 1965 sales campaign is cause for real concern. With less than five weeks remaining in our sales period, we are still 116,887 acres short of what we insured last year and 301,887 acres short of our quota. What this means is that we will need over 60,000 acres sold in each of the remaining weeks in order to attain our goal.

The weather has improved considerably the past 10 days, and it should no longer be as difficult to travel in rural areas as it was most of January and February. All that we need is an all-out 100% effort on the part of you agents and fieldmen to put North Dakota over the top in crop insurance sales. I'm confident that you can do it.

Five reports are missing this week. It is an absolute necessity

U. S. DEPT. OF AGRICULTURE

that every county send in a sales report every week!

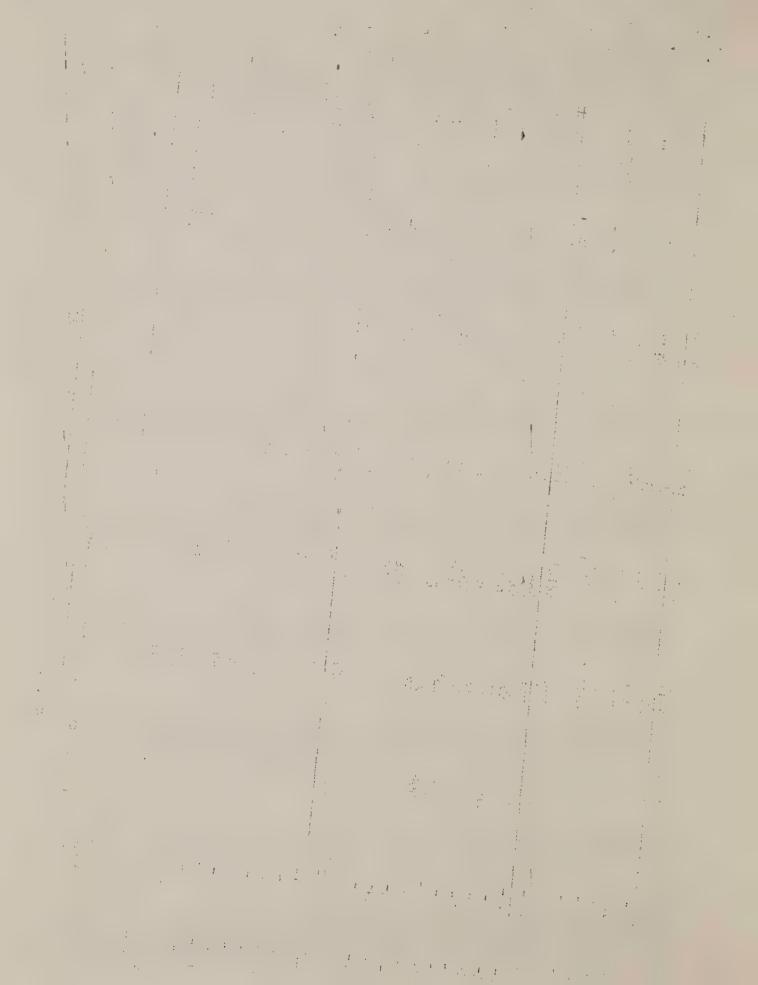
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SEP 15 1966



TOTALS	Thexton	Fleni	OLSON	Market	Jorgensen		TOTALS	Walsh	Towner	*Ramsey	Pembina	Nelson	Grand Forks	Foster	*Eddy	Cavalier	Benson	THEXTON'S	TOTALS	Traill	Stutsman	Steele	Sargent	Richland	Ransom	LaMoure	Griggs	Dickey	*Cass	*Barnes	PIEHL'S		County	
60T	28	2	, _V	\ \	200	DISTRICTS	28	2	N	0	0	w	7	· 众	No	00	, j	N'S DISTRICT	53	0	0	0	₽	23	0	0	0	13	<u>L</u>	w	S DISTRICT		This Week	Crops Sold
10719	2704	2219	506	505	4785	•	2704	250	250	0	0	100	260	552	Report	1082	210		2219	0	0	0	100	288	0	0	0	813	765	253				Net Acres
1373	144	415	330	212	173		1441	21	w	27	20	7	26	12	~	22	4		415	38	59	75	111	82	700	59	17	69	70	5			To Date	Crops Sold
119,934	10125	33791	18543	38195	19280		10125	995	430	2001	836	250	1630	832	350	2352	644		33791	2345	5286	1475	2091	2457	1274	3 063	TOTO	8ग्रहम	5435	4407				Net Acres
14483	842	1439	754	328	1120		842	134	හ	102	65	86	153	66	26	82	65		1439	190	117	84	124	163	74	200	32	120	245	126			To Date	Crops Cane
236,821	35080	58862	42537	33535	66807		35080	4039	2470	LL172	2865	3176	1,61,0	4650	559	3936	4273		58862	3805	0199	4710	4467	7245	1907	8375	1900	3763	5342	10738			To Date	
-3110	-698	-927	-424	-116	-917	,	-698	-113	60	• 75	-)-	-79	-127	-51	-24	-60	-61		-925	-152	1 500	i.	180	-81	-56	-141	<u>.</u> 15	-51	-175	-83		or Lost	Gained	Crops.
-116,887	-24955	125027	-2399)	+1,660	-1,7527		-21955	-30LL	-201,0	-2),71	-2029	12926	-3010	-3818	-209	-1581	-3824		-25071	-1460	-1321	-3235	-2376	- L788	-633	- 5312	-890	+1185	+93	- 6331		or Lost	Gained	No+ Acros

^{*} Service Agent Counties



TOTALS	The state of the s	Wolla	*Sioux	Sheridan	Oliver	*Morton	TIGT CGT	Morron	McIntosh	*Logan	Kidder	SUGUING	purtergn	OLSON'S		TOTALS	*Stark	*Slope	McKenzie	*Hettinger	orant	Corner variety		*Dunn	*Bowman	*Adams	MARKEL'S	TOTALS	MILLIAMS	Ward	TOTE COE	Dolotto	Renville	Pierce	*Mountrail	McLean	McHenry	Divide	Burke	Bottineau	JORGENSEN'S		County	400000000000000000000000000000000000000
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18543	116	0,70	200	5).7	130	905	042	020	202	5661	5135	711	3300		CETOL	20182	525	4703	2384	18070	1322	282	202	1000	2366	1117		19280	3603	2862	7440		ν. 1. τ.	37)	1767	4620	2486	305	902	Cot			To Date	Net Acres
754	(5)	10	7.5	100	29	94	22		27	99	77	72	T32		200	308	5	17	37	₽.	37	01	000	n (ر د (د	51		1120	59	27.5	1/2	, C	л -	77	83	138	137	04	28	92	}		To Date	Crops Canc
42537	CTT7	0017	10/	1952	1),28	5991	ATTT	2217	7700	5818	5854	5779	5136		22222	32322	2511	2228	5725	5991	2889	602T	2005		37.60	5980		66807	£27.2	0000T	0016	7117	2),70	7,002	1780	11032	7701	1900	1217	3423)		To Date	Acres Lost
-424	-63	2T.	26-	100	-26	-77	-LL	47	3 h	<u>.</u>	+25	-57	-74		-110	711	-39	±,	-25	+52	-24	177	140	5 3	+ 1	-32		-947	1.2-	-STO	177	kt1-	o t	17)	168	-117	-109	-36	-20	-80		or Lost		Crops
-23994	-3136	060T-	1000 110Th	1,871.	1798	-5086	-860	KKTT	י שלי	1天7	+550	-5068	-1836		±4000	027.11	-1986	+2475	-3341	+12079	-1567	10T4	, CT2-	ODOTA	+1606	1833		-47527	097T+	-7015	13/20)CTC-	2767	2610	-3013	-6412	-5215	-1595	-315	-2940)	or Lost	Gained	Net Acres

WHAT FIELDMEN HAVE DONE AS OF FEBRUARY 19, 1965

Fieldmen	Crops Sold For Week Service Co. Agent	For Week Agent Co.	Est Prem For Week	Net Acres Sold	Crops Sold To Date Service Co. Agent	To Date Agent Co.	Est Prem To Date	Net Acres To Date
Craig	7	0	708	554	28	0	2926	1813
Heuer	Nor wor	Nor working due to :	to illness					
Hoersch	0	4	580	1,1,2	12	+	1793	1251
Jacobson	2	0	254	282	7	0	744	652
Kemmet	7	⊢	652	405	73	18	8245	4642
Kubischta	Vi	0	822	430	110	0	41227	19224
Naas	0	w	633	014	11	w	4497	2484
Neff	0	7	294	310	15	60	6594	4198
Reis	0	2	295	200	111	17	8357	4318
Sortland	10	0	276	271	27	00	3217	3668
Sparrow	11	0	2162	1292	33	0	5770	3087
Stoltz	0	0	0	0	70	т	31176	14992
Thorenson	0	N	150	120	9	30	5811	4654
Twete	0	0	0	0	w	14	1697	1044
Van Ornum	7	0	701	421	39	0	5690	3455